

Extreme Networks Vision for the State of Arizona

Extreme Networks would like to thank the Telecommunications Executive Governance Committee for the opportunity to present our ideas. We are confident that we can provide the State of Arizona a best-of-breed, open standards based infrastructure, delivering superior quality of service and security to support the applications of today, but also new applications such as VoIP, wireless, disaster recovery and agency specific applications. Our solutions will significantly reduce the State of Arizona's Total Cost of Ownership.

In today's fragile economic environment, it has become essential for the State of Arizona to scrutinize all areas of financial investment for telecommunications, and the network infrastructure to support the convergence of voice, video and data. The overall mission is to reduce the total cost of ownership, while delivering the optimum solution supporting open standards. An effective network infrastructure can either provide a competitive business advantage, or can become financial quicksand – requiring constant investments, and providing sub-par performance.

Extreme Networks has been delivering the most effective applications and services infrastructure by creating networks around the world, in more than 50 countries, that are faster, simpler and have a much lower total cost of ownership. Our recommendations for the State of Arizona will be based upon an overall best-of-breed solution – with our focus on the network infrastructure, which will provide the optimum foundation to support the Telecommunications & Voice over IP initiatives.

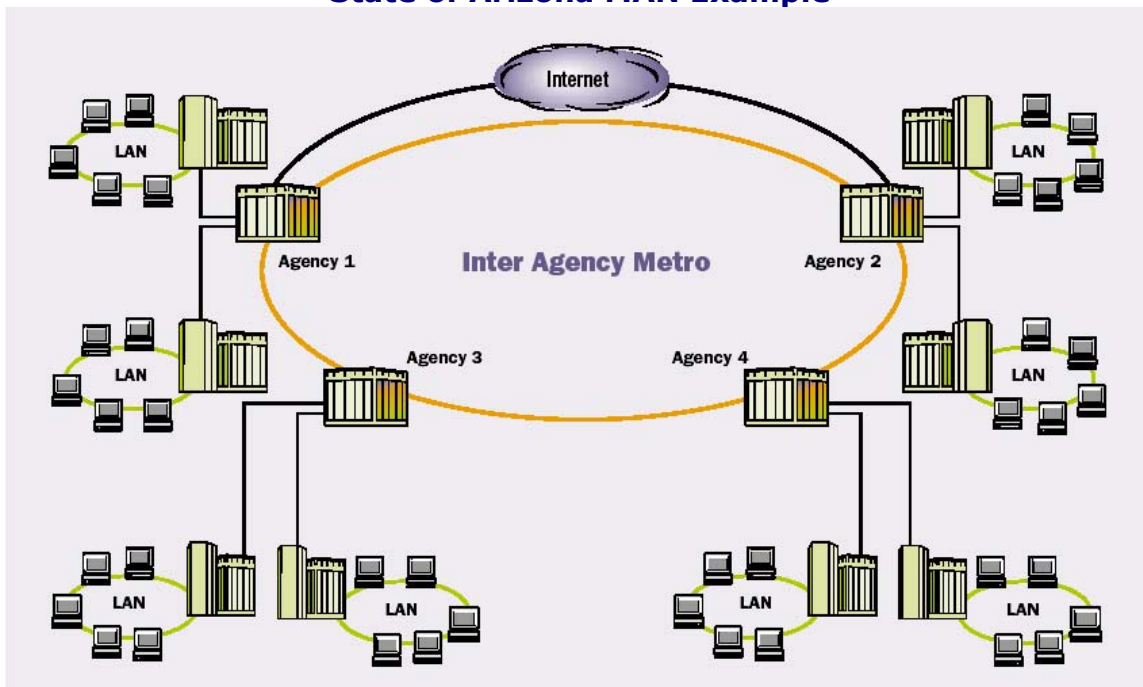
We would ask at this point, that the TEGC be willing to step "outside the box" to consider some new ideas. The current network infrastructure used predominantly throughout the State of Arizona, is based upon a technology which organizations like Gartner Reports have documented customers will pay a premium of 20-30%. The current infrastructure will also require many unforeseen and unbudgeted upgrades. Given the financial constraints within the State budget, it does not seem prudent, or in line with TEGC's mission, to continue with a technology that has such a significantly higher TCO. At this juncture, we would ask the TEGC to consider a completely different option – given that much of the current infrastructure will have to be replaced to support new applications such as VoIP.

Extreme's vision for the State of Arizona would be similar to what we have done for many other governments and other countries around the world, which is to establish a Metropolitan Area Network (MAN) within the State of Arizona. If MAGNET were based upon Extreme Networks, the capabilities would be significantly enhanced to support the TEGC's requirements, and reduce the total TCO. Just to clarify, a MAN establishes a local transport

infrastructure in a campus or metropolitan communication environment by interconnecting two or more local area networks (LANs), multiple buildings and WANs. This allows many networks to work together to provide access and services. Because a MAN is owned and operated by a single entity such as ADOA, it provides unparalleled control over network performance and security.

In campus environments comprised of multiple buildings and agencies, MANs provide the backbone for safe, reliable and cost effective communications – from intra-agency information exchange to inter-agency data sharing. Ethernet and IP-based networks are the logical choice for government MAN deployments. The simplicity of Ethernet, combined with scalability of IP, allows networks to effectively carry voice, video and data seamlessly, while enabling lowered costs and ease of deployment. Now with the usage of 10GigE, MAN costs can be significantly lower than ATM OC-192. Extreme Networks MAN solution allows agencies to leverage IT investments while lowering costs and maximizing performance. Below is a drawing simulating a State of Arizona MAN.

State of Arizona MAN Example



Extreme has the expertise and experience to ensure the network meets today's agency needs while anticipating tomorrow's government requirements. We provide industry-leading hardware and software, as well as the support, services and industry partnerships that government customers need to create complete, secure and simplified MAN solutions that work.

Support for e-Government Initiatives

The Federal Government's e-Government initiative aims to improve the delivery of services to citizens through integration of state agency operations and IT investments. A scalable statewide MAN solution from Extreme Networks can provide a higher level of sharing and integration between agencies while lowering the cost of network ownership and management. In addition, the capabilities of the Extreme platform allow agencies to expand their use of more advanced applications that reduce costs, improve communications and enhance productivity as needs arise, for example Voice over IP, wireless and streaming video. An Extreme Networks infrastructure reliably handles today's government applications while opening the door for new services – without adding costs or complexity.

Simplicity without Sacrificing Performance

High performance doesn't have to mean high complexity. That's why Extreme Networks ensures that managing and monitoring the network, and its components, is simplified. We understand the dynamic nature of the government, and the limited resources available to manage the network. Whether it's adding and moving users or scaling the network to accommodate reorganization, an Extreme Networks infrastructure ensures maximum flexibility without increasing administrative burdens.

Standards-based Solution for Future-Proof Flexibility

Extreme Networks is committed to providing an open infrastructure solution that will provide the State of Arizona agencies the ability to meet evolving needs, regardless of the new technologies and applications they need to adopt in the future. Not only does this ensure investment protection, but also because Extreme's solution is based upon industry standards, agencies have the flexibility to choose a variety of products that best fit their current requirements. The result is a substantially better, more cost effective solution that enables government customers to deploy and manage networks that meet needs today and in the future, and not be stuck in a **"Box Canyon"** using a proprietary infrastructure.

A Secure Solution for the State of Arizona

Extreme Networks enables administrators to prevent and combat network attacks by supplementing network security measures with the comprehensive countermeasures enabled by Extreme's solution. By deploying the advanced security capabilities inherent in Extreme's platform, agencies gain the power to have the network recognize and fend off attacks without affecting network performance.

The future is not just about carrying voice, video and data over one network any more. Another factor the State of Arizona will face is the explosive demands of end-users as non-computing devices begin to outnumber computers on the network, and the number of connections necessary to support are millions of connections instead of merely thousands. Given that, the most viable option is with Extreme's business optimized infrastructure,

tailored precisely to meet the needs of the State of Arizona, regardless of how it changes in the future.

So what is the NET-NET benefit to the State of Arizona:

- **Superior Quality of Service**

- Extreme Networks is **THE** only vendor that can provide the optimum level of Quality of Service in an Ethernet environment that the State of Arizona must implement to gain participation by all agencies. One of the challenges over the past number of years is that many agencies have not felt their best interests or financial requirements were being addressed, and chose to remain independent from a unified solution. Extreme Networks can finally empower ADOA to provide true SLAs to guarantee minimum and maximum bandwidth to each agency in the MAN. This enables agencies to feel confident that their required bandwidth will not be hindered by other agencies usage of the infrastructure. This also allows fees for service to be equated to actual service being delivered, and quickly modified as agencies require.

- **Investment Protection**

- When Extreme Networks was created, the founders of the company chose to create a solution that provided superior value, reduced the complexity and the best investment protection in the industry. What is different about Extreme Networks is that our products have all the power and features built in from initial purchase. Many organizations using the same infrastructure equipment used by the State of Arizona are plagued with continual forced upgrade costs, which were not planned or budgeted. As new capabilities are needed, the costs can be significant – even requiring a complete forklift upgrade. Extreme Networks customers such as Ft. Huachuca and Scottsdale Insurance have the same equipment they purchased 3-4 years ago, and it is still state of the art. No forklifts or upgrades have been required – only additional ports purchased as the network grew. No other networking vendor can provide the State of Arizona this same level of investment protection as Extreme Networks.

- **Extreme Networks Simplicity**

- Extreme products are based upon a consistent architecture and operating system. The State of Arizona currently is standardized upon a network solution that is based upon products that were never designed to work together, creating

tremendous complexity to implement, support and resolve problems. The operational costs are also significantly higher – due to the training & staffing required to support such complexity.

- **Superior Performance and Scalability**

- Extreme Networks products have always provided outstanding performance and technology throughout the product line. They also have the ability to scale to provide the largest most robust networks for the State of Arizona.

Selecting a best-of-breed infrastructure is more of a business decision than a technology choice. The question isn't what it costs to buy, but what it costs to achieve your business objectives. The TEGC must consider costs-over-time: the total cost of ownership. An Extreme optimized infrastructure lowers the full spectrum of network costs: procurement, deployment, training, support operations and management. It's unprecedented scalability allows you to reduce the frequency and cost of upgrades. Moreover, by optimizing application performance, it also enhances the return on your application investment.

Extreme Networks **is** the best network infrastructure to provide the State of Arizona with the most powerful best-of-breed solution with the lowest TCO supporting the TEGC's mission.

We would very much appreciate the opportunity to provide a more detailed presentation on how the State of Arizona could migrate to an Extreme Networks infrastructure, and the cost saving measures that would be achieved.

Thank you again for the opportunity to provide a recommendation that is "outside the box", and offers a significant financial savings for the State of Arizona.

Please contact Tanda Baessler, who is the Regional Manager for Arizona and New Mexico. She can be reached at 602.606.5991 or tbaessler@extremenetworks.com.

Thanks again!

